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DS&E NEWS RELEASE

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FOR IMMEDIATE RELEASE:
November 3, 1986

MODEST INCREASE IN TECHNICAL HIRING CONTINUES

The HIGH TECHNOLOGY RECRUITMENT INDEX, a key national indicator, continued to rise slowly during August to 107, a two-point gain. Single-month data for September also showed a small increase, indicating the moderate upward trend may continue.

The increase in September, from 107 to 109, marked the fourth consecutive monthly rise and its highest level since February, when it stood at 119.

The third quarter average 107, is just one point lower than the figure for the comparable period last year, but significantly below the 116 recorded for first-quarter 1986.

These statistics were released today by Marjorie Freedland, Vice President and Director of Research for Deutsch, Shea & Evans, the human resources advertising, research and communications firm which has maintained the Index since 1960.

(MORE)

Ms. Freedland noted, "The gains we are reporting today are too modest to suggest that a strong upward trend has begun. We will have to wait until early next year before a clear direction is evident. Widespread cutbacks of engineers seem to have peaked, but most high tech employers appear to be in a wait-and-see mode, not committing themselves to large-scale hiring at this time."

The HTRI is based on the volume of recruitment advertising directed to engineers and scientists in major US newspapers and technical journals each month.

HIGH TECHNOLOGY RECRUITMENT INDEX

(1961=100; Seasonally Adjusted)

Month	Single-Month Figure	High Technology Recruitment Index*
August, 1985	100	108
September	113	104
October	100	106
November	104	101
December	99	110
January, 1986	128	115
February	119	116
March	100	109
April	106	104
May	105	104
June	101	103
July	105	105
August	107	107
September	109	--

*Based on a 3-month running average

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FOR IMMEDIATE RELEASE:
January 22, 1987

1986 TECHNICAL RECRUITING BUFFETED ON ALL FRONTS

Technical demand as measured by a key economic indicator, the HIGH TECHNOLOGY RECRUITMENT INDEX, remained static--and low--during the final quarter of 1986. The 104 fourth quarter figure, showed little movement from the 107 in the third quarter, and no change from the second quarter.

These findings were released today by Marjorie Freedland, Vice President and Director of Research of Deutsch, Shea & Evans, the human resources advertising and research organization which has maintained the Index since 1961.

Ms. Freedland noted, "1986 was a disappointing year for technical recruiting, extending a slump that has continued virtually unabated since May 1984.

"It is not surprising the HTRI has not been able to make a comeback," she observed, "considering the combination of factors impacting negatively on technical hiring: foreign competition;

(MORE)

the sluggish economy in general and the electronics and semiconductor industries in particular; overly optimistic projections of business and consumer purchases of computers; the spectre of balanced budget legislation and curtailment of government spending; the shuttle disaster and subsequent delay in the space program; the rash of high tech corporate mergers, acquisitions, and reorganizations, with fallout in the form of massive layoffs--and the new philosophy of staffing lean. Any one of the above would have affected technical hiring to some extent. All occurring in the same year resulted in an economic environment not conducive to a hiring turnaround.

The HTRI is based on the volume of recruitment advertising directed to engineers and scientists in major US newspapers and technical journals each month.

HIGH TECHNOLOGY RECRUITMENT INDEX

(1961=100; Seasonally Adjusted)

Month	Single-Month Figure	High Technology Recruitment Index*
November, 1985	104	101
December	99	110
January, 1986	128	115
February	119	116
March	100	109
April	106	104
May	105	104
June	101	103
July	105	105
August	107	107
September	109	108
October	108	106
November	102	104
December	103	--

*Based on a 3-month running average

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FOR IMMEDIATE RELEASE:
March 5, 1987

ENGINEERING DEMAND NUDGES UPWARD INTO 1987

The first reading of the HIGH TECHNOLOGY RECRUITMENT INDEX in 1987, single-month data, shows a 12 point gain above the December 1986 level of 103: January stands at 115. Despite the apparent improvement, the January figure is markedly below the 128 of a year ago; then, after a promising beginning, the HTRI lost momentum and 1986 developed into a lackluster year for technical recruiting. Single-month data dipped as low as 100 in March. Consequently, the January '87 result must be viewed in perspective. Trends manifest themselves only after several months of continuous gain or loss.

This was reported today by Marjorie Freedland, Vice President and Director of Research of Deutsch, Shea & Evans, the recruitment advertising agency and research organization which has compiled the HTRI for over 25 years.

(MORE)

"It's a relatively modest beginning for the new year," she noted, "but that is to be expected, considering it comes on the heels of an off-year such as we experienced in 1986. We will have to await broad based improvements in several high tech sectors, before we can expect the subsequent increase in engineering hiring to be reflected in the HTRI."

The HTRI is based on the volume of recruitment advertising directed to engineers and scientists in major US newspapers and technical journals each month.

HIGH TECHNOLOGY RECRUITMENT INDEX

(1961=100; Seasonally Adjusted)

Month	Single-Month Figure	High Technology Recruitment Index*
December, 1985	99	110
January, 1986	128	115
February	119	116
March	100	109
April	106	104
May	105	104
June	101	103
July	105	105
August	107	107
September	109	108
October	108	106
November	102	104
December	103	107
January, 1987	115	--

*Based on a 3-month running average

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FOR IMMEDIATE RELEASE:
May 1, 1987

HTRI: A YEAR OF NO GAIN

Technical demand as measured by the HIGH TECHNOLOGY RECRUITMENT INDEX remained steady and below 110 for the twelfth consecutive month. The February three-month running average stood at 109, the same as in January, and seven points lower than in February 1986. The Index has been fluctuating within a narrow range, between 103 and 109, since then.

These findings were announced today, by Marjorie Freedland, Senior Vice President and Director of Research of Deutsch, Shea & Evans, the recruitment advertising agency and research organization which has compiled the HTRI for over 25 years.

"The initial spurt this year, reflected by the single-month January figure 115, has not been maintained," she noted. "Instead, the Index has declined to 109 in February, and still further to 104 in March. This is suggestive of continuing moderate readings over the next couple of months. Evidently, the combination of economic conditions needed to impact positively on technical demand are still eluding us."

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(MORE)

The HTRI is based on the volume of recruitment advertising directed to engineers and scientists in major U.S. newspapers and technical journals each month.

HIGH TECHNOLOGY RECRUITMENT INDEX

(1961=100; Seasonally Adjusted)

Month	Single-Month Figure	High Technology Recruitment Index*
February, 1986	119	116
March	100	109
April	106	104
May	105	104
June	101	103
July	105	105
August	107	107
September	109	108
October	108	106
November	102	104
December	103	107
January, 1987	115	109
February	109	109
March	104	--

*Based on a 3-month running average

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FOR IMMEDIATE RELEASE:
June 18, 1987

MODEST GAINS REPORTED IN TECHNICAL DEMAND

The HIGH TECHNOLOGY RECRUITMENT INDEX moved up to 110 in April from a March level of 106. The current figure represents the highest reading for the HTRI, a 3-month running average, since February, 1986 when it stood at 116.

This slight gain was reported today by Marjorie Freedland, Senior Vice President for Research at Deutsch, Shea & Evans, the human resources advertising and research firm which has compiled the Index since 1961.

The single-month level for May rose impressively to 122 from 105 in April. However, Ms. Freedland cautioned, "We cannot assume this improvement will be sustained in the coming months. In recent years we have seen several instances in which temporary spurts in engineering demand have not withstood negative factors impacting the technical job market."

(MORE)

The HTRI is based on the volume of recruitment advertising directed to engineers and scientists in major U.S. newspapers and technical journals each month.

HIGH TECHNOLOGY RECRUITMENT INDEX

(1961=100; Seasonally Adjusted)

Month	Single-Month Figure	High Technology Recruitment Index*
April, 1986	106	104
May	105	104
June	101	103
July	105	105
August	107	107
September	109	108
October	108	106
November	102	104
December	103	107
January, 1987	115	109
February	109	109
March	104	106
April	105	110
May	122	--

*Based on a 3-month running average

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FOR IMMEDIATE RELEASE:
August 18, 1987

HIGH TECH DEMAND INCHES UPWARD

Demand for engineers and scientists as measured by the HIGH TECHNOLOGY RECRUITMENT INDEX continued to edge upward in June, reaching its highest level in 16 months. The June Index stands at 115, a slight gain over the May reading of 113, and 12 points above June 1986. Single-month data for July, 110, reflect a 5 point gain over July a year ago.

These findings were announced today by Marjorie Freedland, Senior VP for Research of DSE, a human resources advertising and research organization. Ms. Freedland noted that, "This moderately optimistic report should be viewed with caution. While these figures may seem to show a trend toward increasing technical demand, there are indications that the gains may not be sustained throughout the summer. Single-month figures have been declining since April, and key component areas of the Index are static. It will take stronger than usual hiring activity than has been in evidence during the past two years to maintain the HTRI's rise into autumn."

(MORE)

The HTRI is based on the volume of recruitment advertising directed to engineers and scientists in major U.S. newspapers and technical journals each month.

HIGH TECHNOLOGY RECRUITMENT INDEX

(1961=100; Seasonally Adjusted)

Month	Single Month	High Technology Recruitment Index*
June, 1986	101	103
July	105	105
August	107	107
September	109	108
October	108	106
November	102	104
December	103	107
January, 1987	115	109
February	109	109
March	104	106
April	105	110
May	122	113
June	113	115
July	110	--

*Based on a 3-month running average

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FOR IMMEDIATE RELEASE:
October 26, 1987

TECHNICAL HIRING ON THE RISE

ACCORDING TO HIGH TECHNOLOGY RECRUITMENT INDEX

Demand for technical professionals as measured by the HIGH TECHNOLOGY RECRUITMENT INDEX, was considerably stronger in third quarter '87 than in the comparable quarters in '85 and '86. The HTRI stands at 119 for the July-September period, compared to just 108 and 107 in the same quarters a year, and two years ago respectively. This was reported today by Marjorie Freedland, Senior Vice President for DSE, a leading human resources advertising communications and research organization, which has maintained the indicator for over 26 years.

"The HTRI is now at its highest level in nearly two and a half years," she noted. "More gains may be in the offing, as single-month data for September, 128, indicate increased hiring activity."

"However," she cautioned, "HTRI may be buffeted by the current gyrations in the financial arena. The contributing factors would, of course, include possible reductions in Federal spending, as well as corporate cutbacks in R&D and manufacturing of high tech products, caused in turn, by reductions in consumer and business purchases. Any such negative fallout should not be reflected in the HTRI for several months."

(MORE)

The HTRI is based on the volume of recruitment advertising directed to engineers and scientists in major U.S. newspapers and technical journals each month.

HIGH TECHNOLOGY RECRUITMENT INDEX

(1961=100; Seasonally Adjusted)

Month	Single Month	High Technology Recruitment Index*
August, 1986	107	107
September	109	108
October	108	106
November	102	104
December	103	107
January, 1987	115	109
February	109	109
March	104	106
April	105	110
May	122	113
June	113	115
July	110	114
August	120	119
September	128	--

*Based on a 3-month running average

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